



Presentation of Consolidated Financial Results  
for the 3rd Quarter of the FY Ended March 31, 2024  
(from April 2023 to December 2023)

**AIDA**

**AIDA ENGINEERING, LTD.**

# Highlights of Consolidated Results Summary of P&L



(100million JPY)

(JPY mil.)	FY2023/3 3Q (9M)	FY2024/3 3Q (9M)	Fluctuation	
			Amount	%
Orders	65,929	60,351	△ 5,578	△8.5%
Net Sales	48,135	51,618	3,483	7.2%
Cost of Sales	40,238	42,422	2,184	5.4%
Gross Profit	7,897	9,195	1,298	16.4%
<Gross Profit ratio>	16.4%	17.8%		(+1.4P)
Selling, general and administrative expenses	6,902	7,394	491	7.1%
Operating Income	994	1,801	807	81.2%
<Operating Income ratio>	2.1%	3.5%		(+1.4P)
Ordinary Income	1,152	1,897	744	64.6%
Income	1,294	2,181	887	68.5%
Net Income	774	1,427	653	84.4%
Exchange Rate	1USD	¥136.51	6.73	4.9%
	1EUR	¥140.56	14.69	10.5%

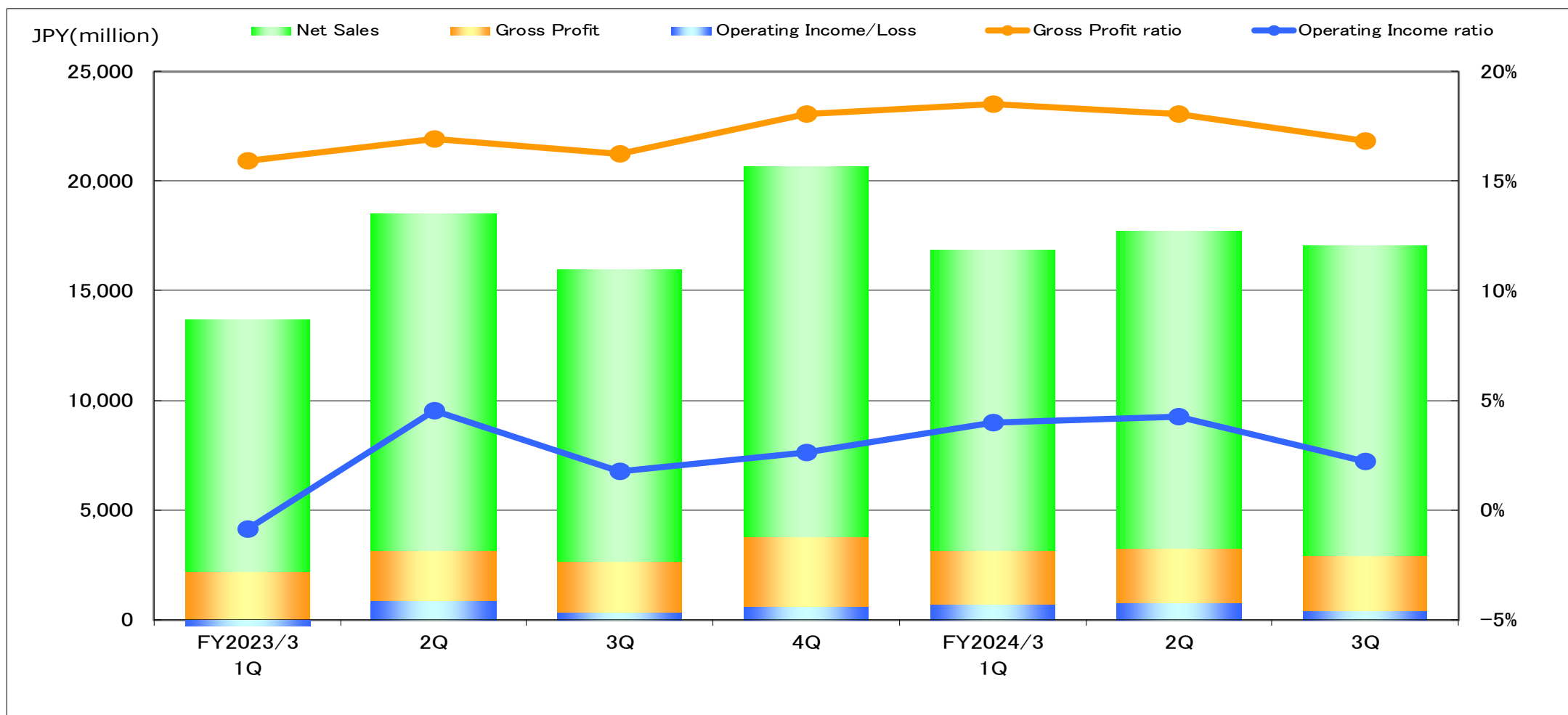
Factors of Change in Operating Income	
Improvement of product mix and profitability	8.1
Increase of net sales	3.1
Impact of exchange rate fluctuations	0.4
Increase of SG&A expenses	△ 3.3
Decrease of REJ's operating income	△ 0.2
<b>Total</b>	<b>8.1</b>

## <Summary>

Orders are solid despite a reactionary drop from last FY's rush of orders for high-speed presses  
Sales increased due to an increase in high-speed presses and yen depreciation  
Income increased due to higher sales and improved product mix

Orders	Although an 8.5% year-on-year decline was recorded as a reaction to the rush of orders for EV-related high-speed presses in the previous year, orders remained strong, excluding those special factors.
Net Sales	Sales increased 7.2% year-on-year due to an increase in EV-related high-speed presses and the impact of a weaker yen.
Gross Profit	Despite soaring costs for raw materials, subcontracting and logistics, the gross profit ratio increased 16.4% year-on-year due to higher sales and improved gross margin resulting from a better product mix.
Operating Income	Operating income increased due to the above-mentioned factors.
Net Income	Net income increased due to the above-mentioned factors and gain on sales of fixed assets, etc.

# Trend of Sales, Gross Profit and Operating Income

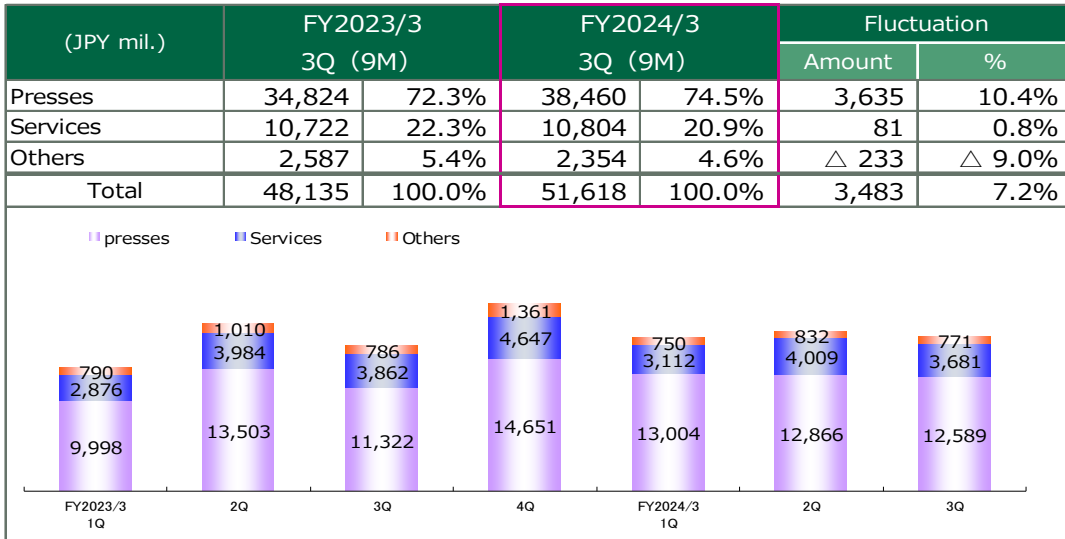


JPY(million)	FY2023/3				FY2024/3		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net Sales	13,665	18,498	15,970	20,660	16,867	17,708	17,042
Gross Profit	2,174	3,127	2,595	3,730	3,124	3,200	2,871
Operating Income/Loss	△ 121	837	277	545	671	756	373
Gross Profit ratio	15.9%	16.9%	16.2%	18.1%	18.5%	18.1%	16.8%
Operating Income ratio	△0.9%	4.5%	1.7%	2.6%	4.0%	4.3%	2.2%

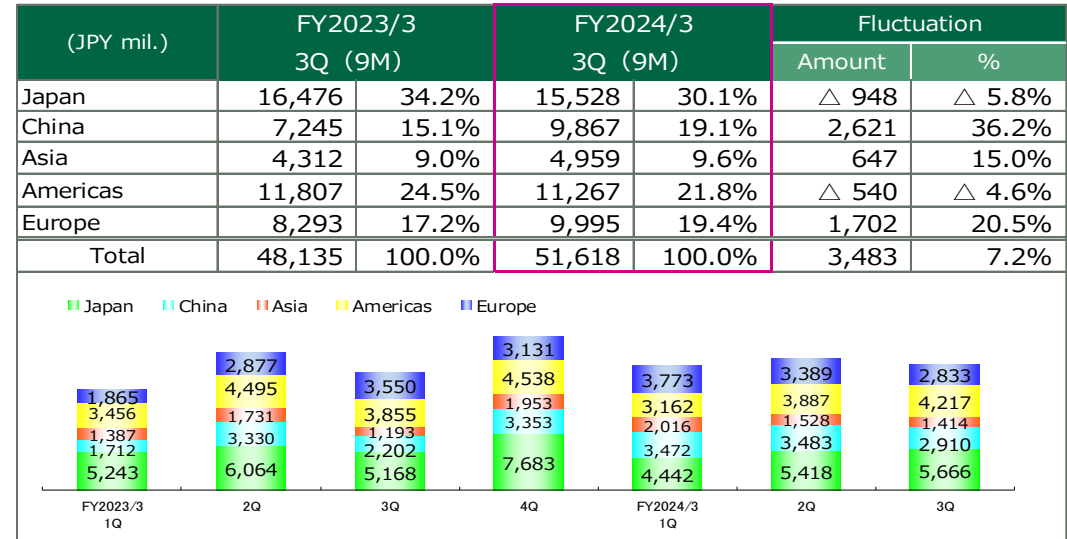
# Sales to Third Party (by Business/Customer/Geographic segment)



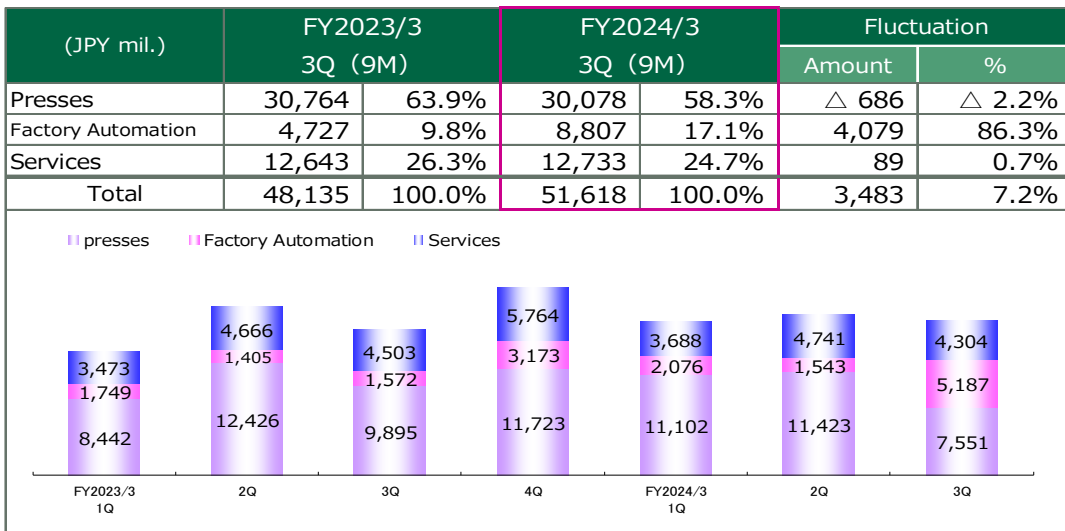
## Sales by Business segment (Press related / Others)



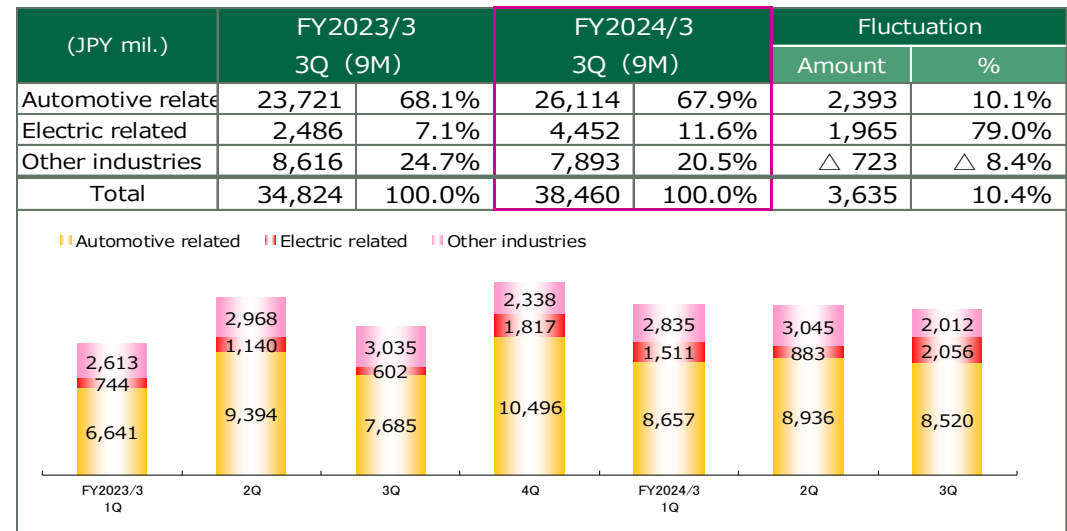
## Sales by Geographic segment



## Sales by Business segment of the Medium-Term Management Plan (Press / FA / Service)



## Sales (presses) by Customer industry

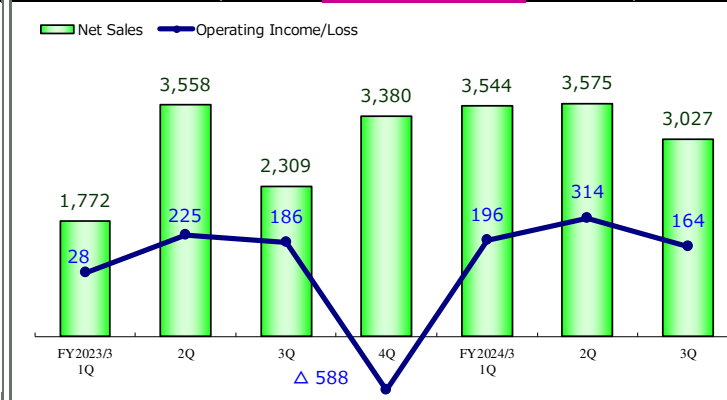


# Sales / Operating Income (by Geographic segment)

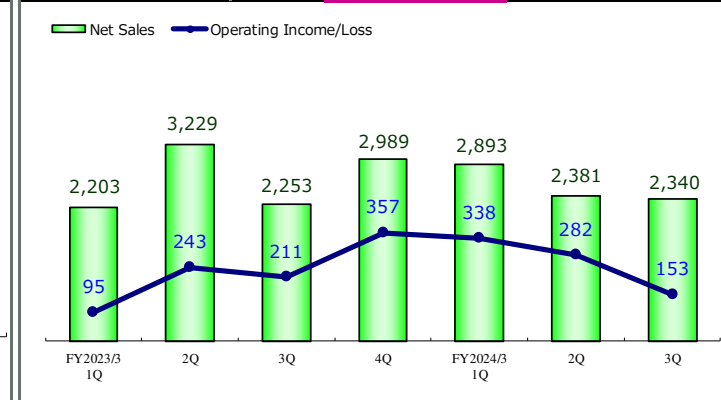
Japan						
(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	28,607		29,584		976	3.4%
Operating Income / Loss	△ 47	△ 0.2%	2	0.0%	50	-



China						
(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	7,640		10,147		2,506	32.8%
Operating Income/ Loss	439	5.8%	675	6.7%	235	53.6%



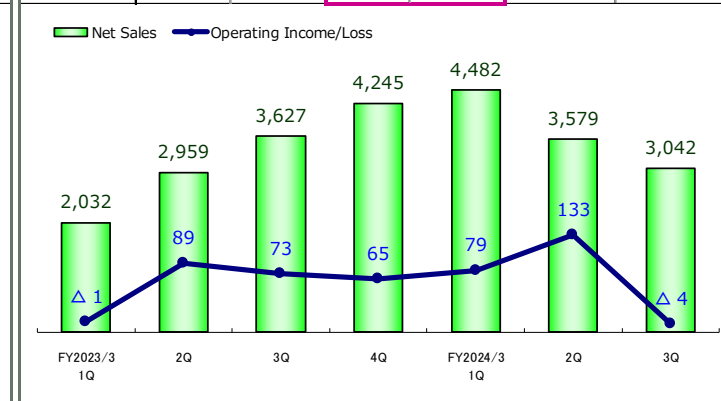
Asia						
(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	7,686		7,615		△ 70	△ 0.9%
Operating Income/ Loss	551	7.2%	774	10.2%	222	40.3%



Americas						
(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	12,124		11,782		△ 342	△ 2.8%
Operating Income/ Loss	33	0.3%	160	1.4%	126	373.9%

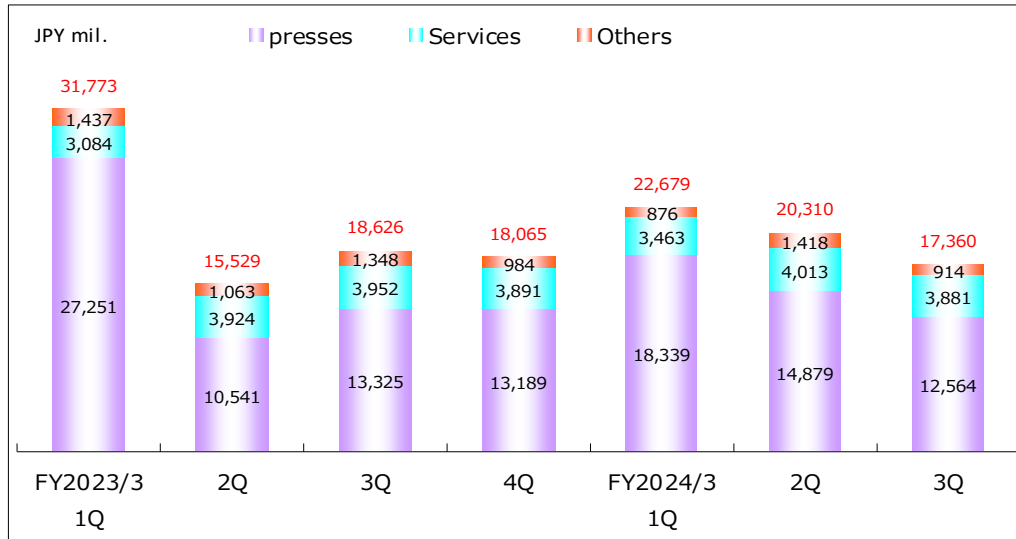


Europe						
(JPY mil.)	FY2023/3		FY2024/3		Fluctuation	
	3Q (9M)		3Q (9M)		Amount	%
Net Sales	8,619		11,104		2,485	28.8%
Operating Income/ Loss	161	1.9%	208	1.9%	47	29.5%

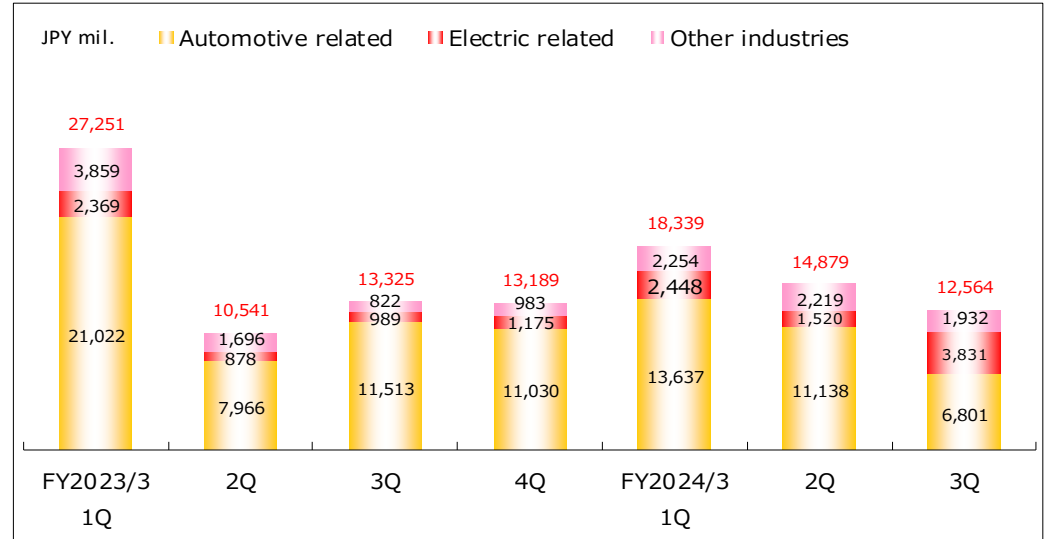


# Orders & Backlog (by Business/Customer/Geographic segment)

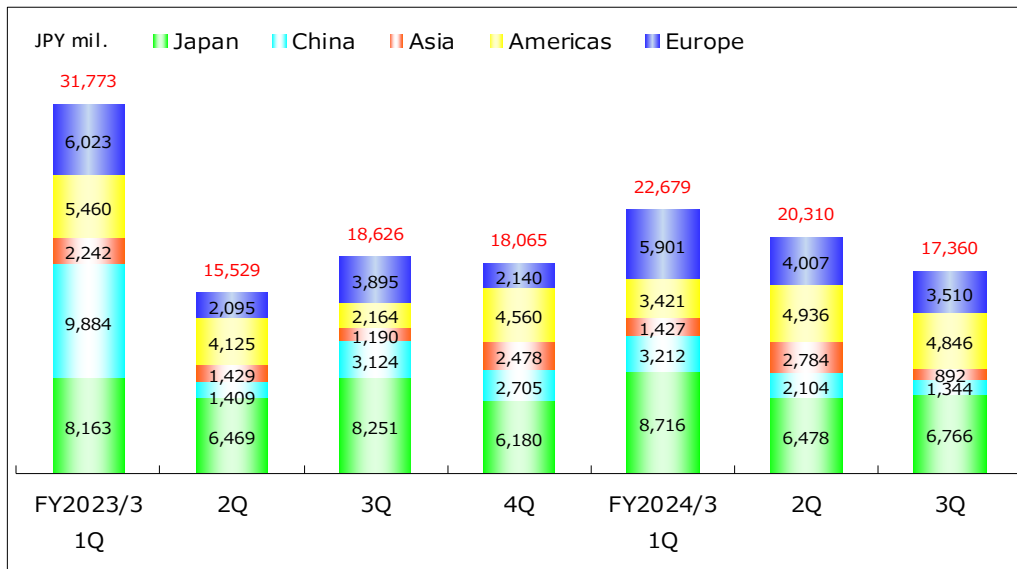
## Orders by Business Segment



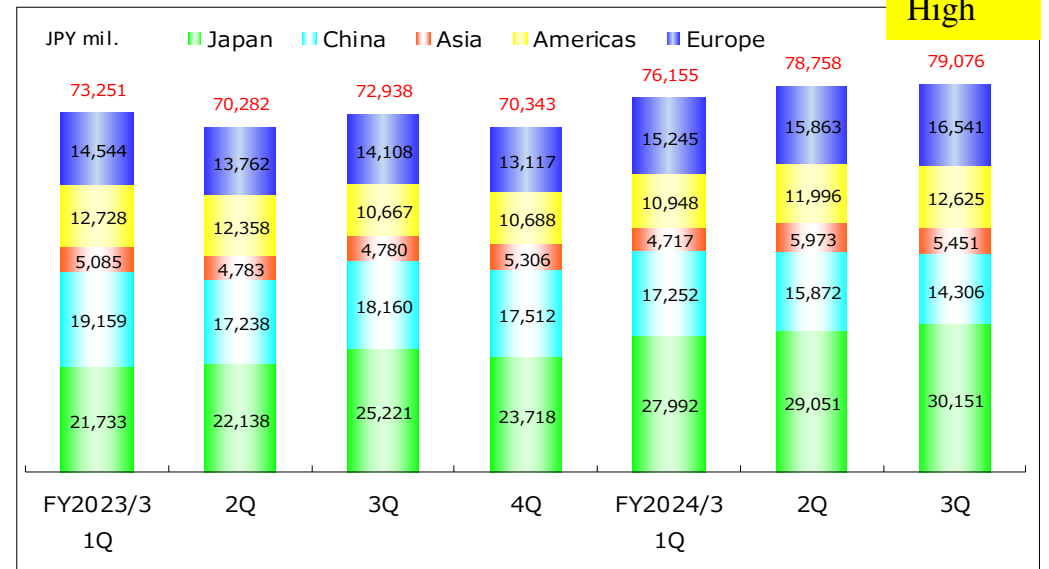
## Orders by Customer Industry (Presses)



## Orders by Geographic Segment



## Order Backlog by Geographic Segment

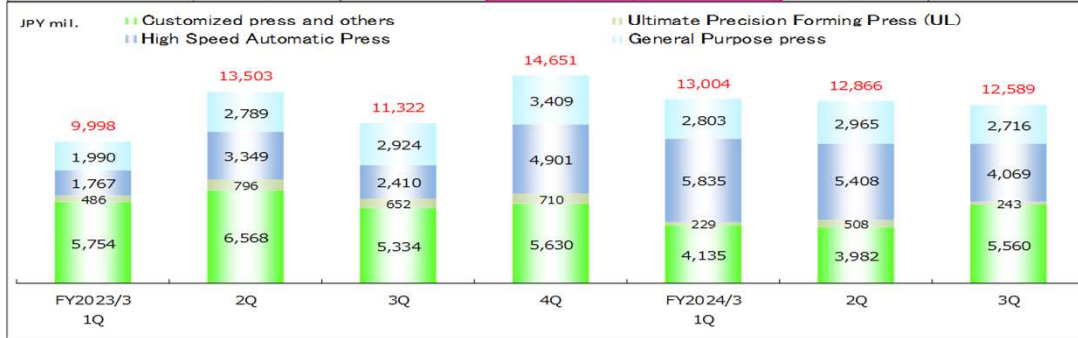


# Sales & Orders & Order Backlog (by Press type)



## Sales by Press type

(JPY mil.)	FY2023/3 3Q (9M)		FY2024/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	17,657	50.7%	13,678	35.6%	△ 3,979	△ 22.5%
Ultimate Precision Forming Press (UL)	1,934	5.6%	982	2.6%	△ 952	△ 49.2%
High Speed Automatic Press	7,527	21.6%	15,314	39.8%	7,786	103.4%
General Purpose press	7,704	22.1%	8,485	22.1%	780	10.1%
<b>Total</b>	<b>34,824</b>	<b>100.0%</b>	<b>38,460</b>	<b>100.0%</b>	<b>3,635</b>	<b>10.4%</b>



General Purpose press  
⇒ Small size basic models



Ultimate Precision Forming Press (UL)  
⇒ Special machines which provide improved precision with high frame-rigidity



High Speed Automatic Press

⇒ Small and mid-size models, designed for high-speed forming strokes



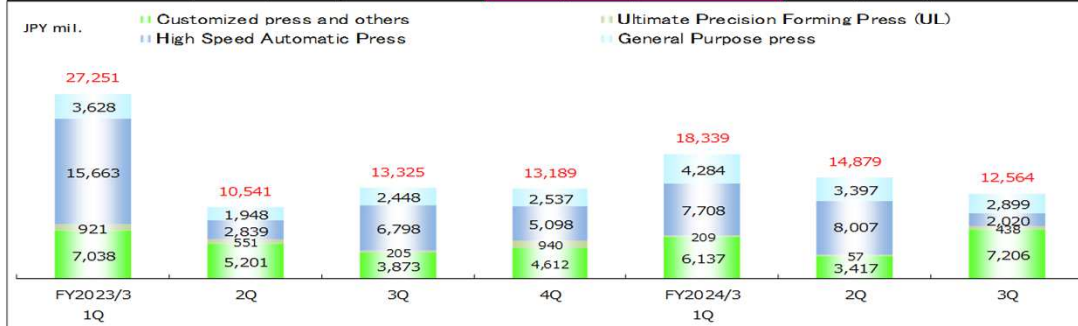
Customized press and others

⇒ Middle and large size machines, upon requests from customers



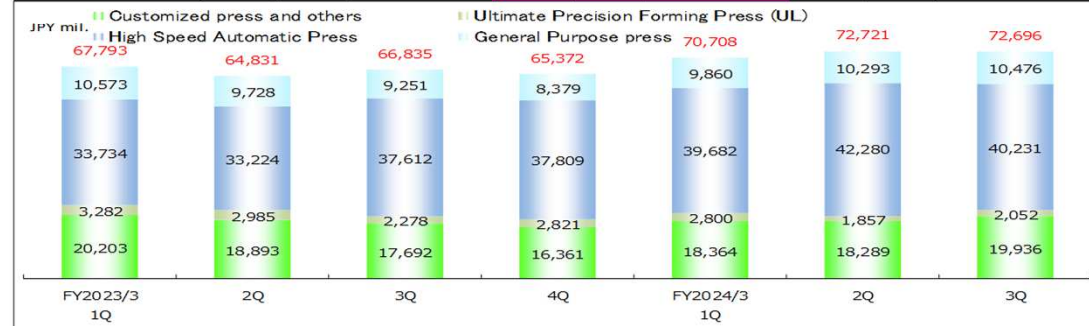
## Orders by Press type

(JPY mil.)	FY2023/3 3Q (9M)		FY2024/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	16,113	31.5%	16,761	36.6%	647	4.0%
Ultimate Precision Forming Press (UL)	1,677	3.3%	704	1.5%	△ 973	△ 58.0%
High Speed Automatic Press	25,301	49.5%	17,736	38.7%	△ 7,565	△ 29.9%
General Purpose press	8,025	15.7%	10,581	23.1%	2,556	31.9%
<b>Total</b>	<b>51,118</b>	<b>100.0%</b>	<b>45,783</b>	<b>100.0%</b>	<b>△ 5,334</b>	<b>△ 10.4%</b>



## Order Backlog by Press type

(JPY mil.)	FY2023/3 3Q (9M)		FY2024/3 3Q (9M)		Fluctuation	
	Amount	%	Amount	%	Amount	%
Customized press and others	17,692	26.5%	19,936	27.4%	2,243	12.7%
Ultimate Precision Forming Press (UL)	2,278	3.4%	2,052	2.8%	△ 226	△ 9.9%
High Speed Automatic Press	37,612	56.3%	40,231	55.3%	2,619	7.0%
General Purpose press	9,251	13.8%	10,476	14.4%	1,224	13.2%
<b>Total</b>	<b>66,835</b>	<b>100.0%</b>	<b>72,696</b>	<b>100.0%</b>	<b>5,861</b>	<b>8.8%</b>





# Trend of Orders & Order Backlog



(JPY mil.)			FY2022/3				FY2023/3				FY2024/3		vs. FY2023/3 3Q (9M)		
			3Q (9M)		Full-year		3Q (9M)		Full-year		3Q (9M)		Fluctuation		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	%	
O r d e r s	B y B u s i n e s s	Presses	47,028	77.5%	59,883	76.4%	51,118	77.5%	64,308	76.6%	45,783	75.9%	△ 5,334	△ 10.4%	
		C u s t o m e r	Automotive related	33,139	70.5%	39,507	66.0%	40,502	79.2%	51,533	80.1%	31,577	69.0%	△ 8,925	△ 22.0%
			Electric related	3,583	7.6%	5,822	9.7%	4,237	8.3%	5,412	8.4%	7,800	17.0%	3,562	84.1%
			Other industries	10,305	21.9%	14,553	24.3%	6,378	12.5%	7,362	11.4%	6,406	14.0%	27	0.4%
		Services	9,716	16.0%	13,318	17.0%	10,961	16.6%	14,852	17.7%	11,358	18.8%	396	3.6%	
		Others	3,952	6.5%	5,155	6.6%	3,849	5.8%	4,834	5.8%	3,209	5.3%	△ 640	△ 16.6%	
	B y R e g i o n	Japan	22,653	37.3%	28,881	36.9%	22,884	34.7%	29,065	34.6%	21,961	36.4%	△ 923	△ 4.0%	
		China	9,700	16.0%	13,066	16.7%	14,419	21.9%	17,124	20.4%	6,660	11.0%	△ 7,758	△ 53.8%	
		Asia	4,596	7.6%	6,583	8.4%	4,861	7.4%	7,340	8.7%	5,104	8.5%	243	5.0%	
		Americas	15,182	25.0%	17,451	22.3%	11,749	17.8%	16,309	19.4%	13,204	21.9%	1,454	12.4%	
		Europe	8,564	14.1%	12,374	15.8%	12,014	18.2%	14,154	16.9%	13,419	22.2%	1,405	11.7%	
<b>Total</b>			60,697	100.0%	78,357	100.0%	65,929	100.0%	83,994	100.0%	60,351	100.0%	△ 5,578	△ 8.5%	
O r d e r B a c k l o g	B y R e g i o n	Japan	19,594	35.1%	18,813	34.1%	25,221	34.6%	23,718	33.7%	30,151	38.1%	6,433	27.1%	
		China	9,735	17.4%	10,987	19.9%	18,160	24.9%	17,512	24.9%	14,306	18.1%	△ 3,206	△ 18.3%	
		Asia	3,941	7.1%	4,231	7.7%	4,780	6.6%	5,306	7.5%	5,451	6.9%	145	2.7%	
		Americas	12,601	22.6%	10,724	19.4%	10,667	14.6%	10,688	15.2%	12,625	16.0%	1,937	18.1%	
		Europe	9,974	17.9%	10,387	18.8%	14,108	19.3%	13,117	18.6%	16,541	20.9%	3,423	26.1%	
	<b>Total</b>			55,847	100.0%	55,144	100.0%	72,938	100.0%	70,343	100.0%	79,076	100.0%	8,732	12.4%

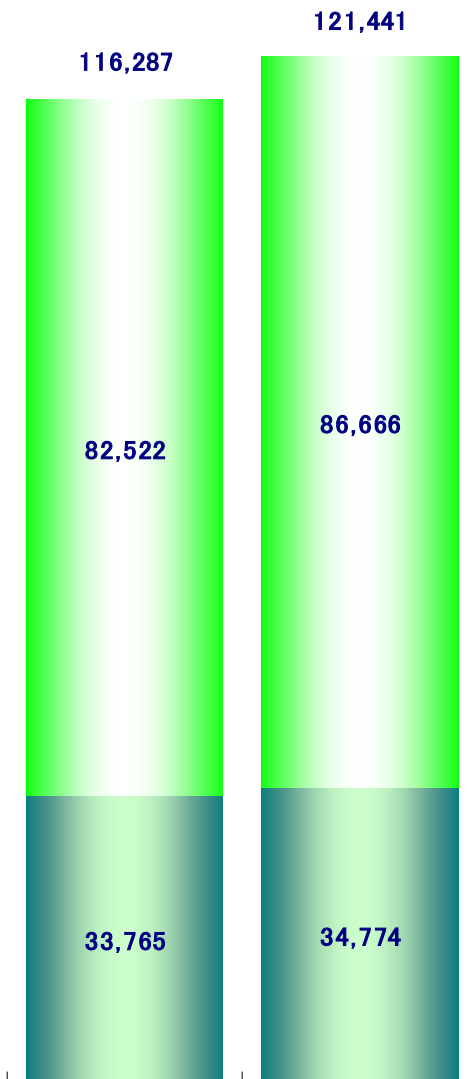


# Major Changes on Balance Sheet



## Assets

■ Fixed assets ■ Current assets



(JPY mil.)

VS end of Previous FY

**Total assets + 5,153**

**Current assets + 4,144**

Notes and accounts receivable - trade, and contract assets, Electronically recorded monetary claims - operating  $\Delta$  3,131

Inventories + 5,797

**Fixed assets + 1,009**

Investment securities + 1,049

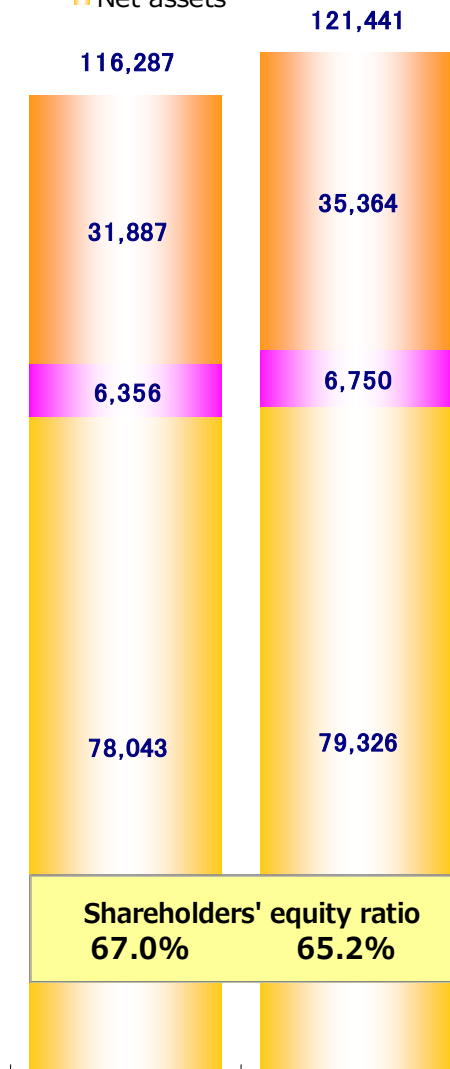
Other - Investments and other assets + 1,601

FY2023/3

FY2023/12

## Liabilities and Net Assets

■ Current liabilities  
■ Non-current liabilities  
■ Net assets



(JPY mil.)

VS end of Previous FY

**Total liabilities + 3,870**

**Current liabilities + 3,476**

Accounts payable -trade and electronically recorded monetary obligations - operating + 1,634

Contract liabilities + 1,465

**Non-current liabilities + 394**

**Net assets + 1,282**

Foreign currency translation adjustment + 1,335

**Shareholders' equity ratio**  
67.0% 65.2%

FY2023/3

FY2023/12

# Highlights: Forecasts of FY2024/3 Consolidated Results

## (Same as previous forecast)



(JPY mil.)	FY2023/3	FY2024/3			Fluctuation	
		3Q (9M) Results	4Q Forecast	Full-year forecast (revised)	Amount	%
Orders	83,994	60,351	17,648	78,000	△ 5,994	△ 7.1%
Net Sales	68,795	51,618	20,381	72,000	3,204	4.7%
Cost of Sales	57,168	42,422	16,277	58,700	1,531	2.7%
Gross Profit	11,627	9,195	4,104	13,300	1,672	14.4%
<Gross Profit ratio>	16.9%	17.8%	20.1%	18.5%		(+1.6P)
Selling, general and administrative expenses	10,087	7,394	2,205	9,600	△ 487	△ 4.8%
Operating Income	1,540	1,801	1,898	3,700	2,159	140.2%
<Operating Income ratio>	2.2%	3.5%	9.3%	5.1%		(+2.9P)
Ordinary Income	1,710	1,897	1,902	3,800	2,089	122.2%
Income Before Income Taxes	1,964	2,181	1,868	4,050	2,085	106.2%
Net Income	1,295	1,427	1,422	2,850	1,554	120.0%
Cash Dividends per Share	30円	—	—	30円	—	—
Exchange Rate	1USD =	¥135.50	¥143.24	¥146.28	8.50	6.3%
	1EUR =	¥140.92	¥155.25	¥158.25	15.08	10.7%

### <Summary>

Same as the previous forecast

Orders for EV-related products is solid

An increase in sales and income due to higher sales of EV-related high-speed presses and impact of yen depreciation is expected

Orders:	Orders for high-speed presses are expected to decrease 7.1% year-on-year due to a reactionary drop from the rush demand in the previous FY, but orders remain firm, excluding those special factors.
Net Sales:	Sales are expected to increase 4.7% year-on-year mainly due to an increase in EV-related high-speed presses and the impact of yen depreciation.
Gross Profit:	Despite soaring costs for raw materials, subcontracting and logistics, the gross profit ratio will increase 14.4% year-on-year due to an increase in sales and an improvement in gross profit ratio resulting from improved product mix.
Operating Income:	Operating income is expected to increase 140.2% year-on-year due to the above-mentioned factors.
Net Income:	Net income is expected to increase 120% year-on-year due to the above factors as well as gains on sales of fixed assets, etc.

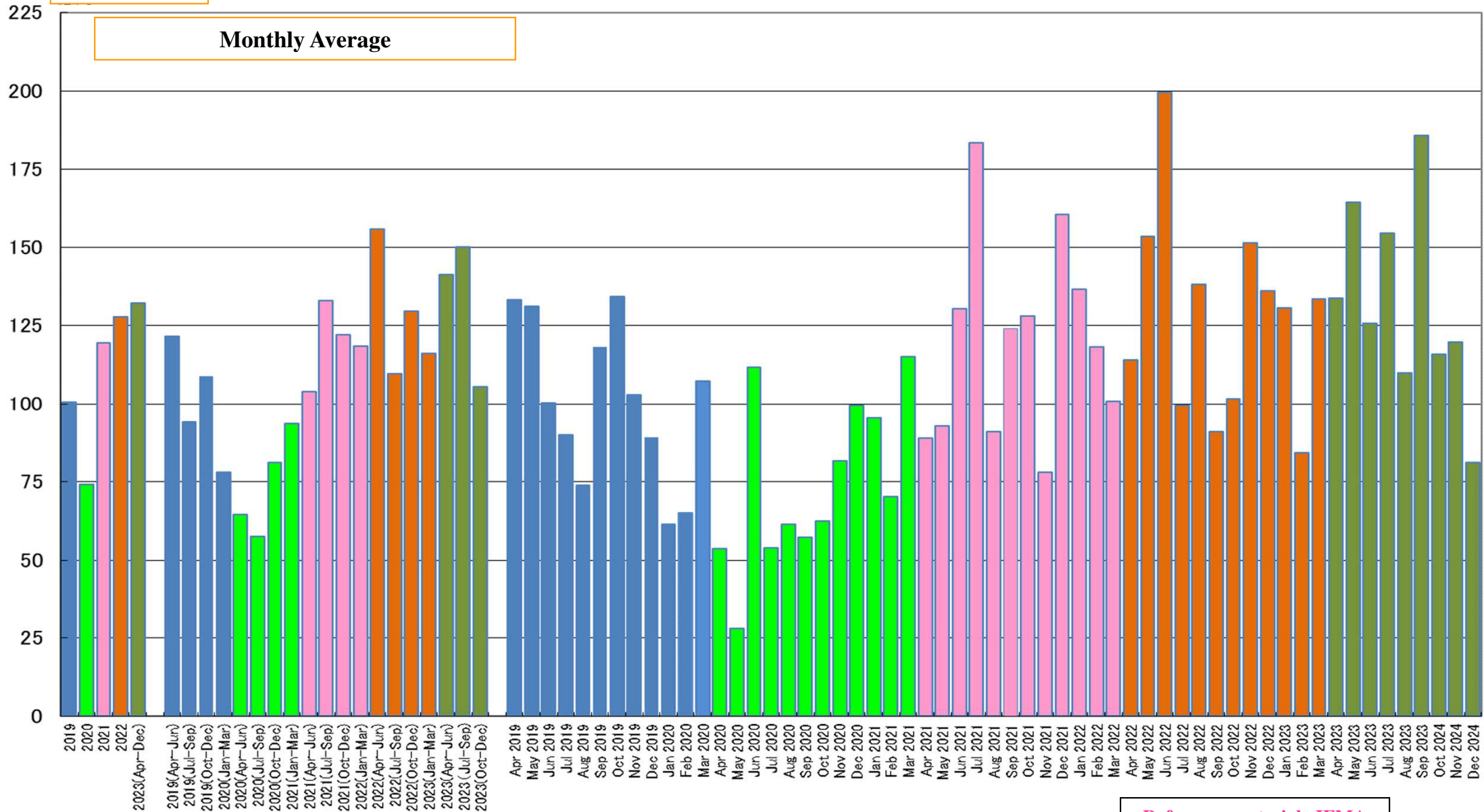
# (for Reference) Statistics of Forming Machinery Industry-1



JPY(billion)

Press: Mechanical, Hydraulic, Forging & Automation

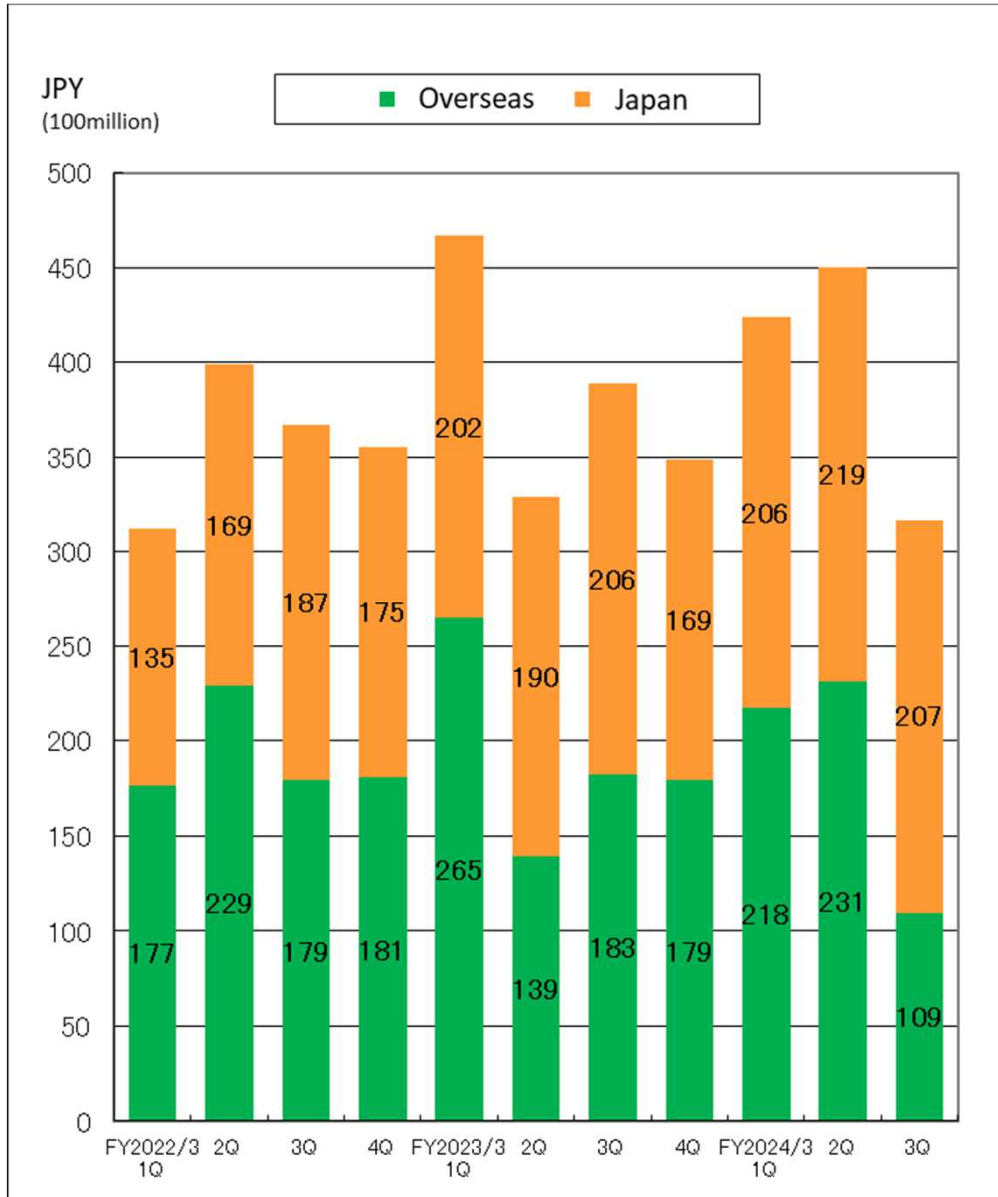
Monthly Average



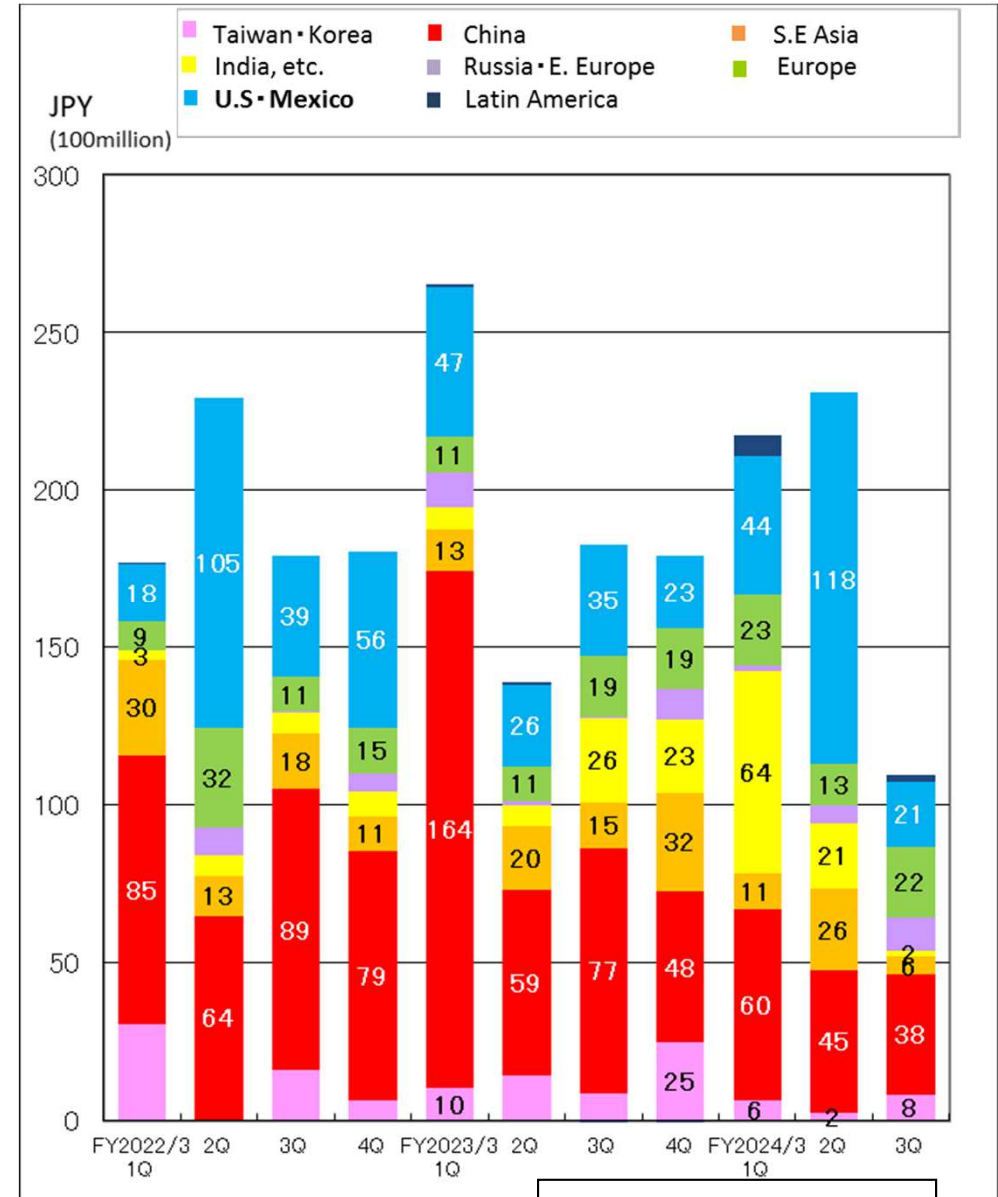
Reference material: JFMA

# (for Reference) Statistics of Forming Machinery Industry- 2

## Orders



## Trend of Orders (Overseas) by Geographic Segment



Reference material: JFMA

# Remarks



## **Cautions about forecast statements contained in this package**

- **The information in this package contains future forecasts.**
- **Future forecasts contained in this document are based on the judgment of company management based on currently available information. Although the future forecasts are based on or grounded in assumptions, future economic circumstances and actual business results may differ from these assumptions.**
- **Although the Company or its management is stating its expectations and/or convictions regarding future results, this does not guarantee that these expectations or convictions will be realized, nor does it guarantee that the actual results will be close to the forecasts. Moreover, the Company does not assume any obligation to update or revise any forecasts unless otherwise stipulated by law.**

**February 2024**

**AIDA ENGINEERING, LTD.**